

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 00665 251314Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----251320Z 036731 /65

P R 251213Z JAN 77
FM AMEMBASSY JIDDA
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY ATHENS
USINT BAGHDAD
AMCONSUL DHAHRAN
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY TEHRAN
SECSTATE WASHDC 7015

UNCLAS JIDDA 0665

PASS BRAD TYRREL OF OIM/SAD.

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: EDP TECHNICAL SALES SEMINAR - REQUEST TO CONTRACT SPECIAL
ASSISTANCE

REF: JIDDA 418

1. BECAUSE OF IMPENDING ADDED OPERATIONAL RESPONSIBILITIES
FORESEEN FOR THIS POST DURING THE FIRST THREE WEEKS OF
FEBRUARY, AND THE TEMPORARY DRAIN ON THE POST'S HUMAN
RESOURCES, WE RECOMMEND THE HIRE OF AN EXCEPTIONALLY WELL
QUALIFIED PERSON TO ASSIST WITH SUBJECT TSS. OUR VIEW
OF THE SUBJECT INDICATES THAT, EVEN WITHOUT THE SPECIAL
PROBLEM, THE PERSON WE HAVE FOUND CAN ADD IMMEASURABLY
TO THE SUCCESS OF THE SALES SEMINAR.

2. PERSON WE INTEND TO HIRE TO PREPARE BLUE CHIP TARGET
LISTS IS TAWFIC KANAFANI WHO HAS MASTERS DEGREE IN
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COMPUTER SCIENCE FROM LOUISIANA STATE UNIVERSITY, 1975,
AND WHO HAS BEEN EMPLOYED HERE IN THE FIELD UNTIL RECENTLY.
HE HAS SET UP COMPUTER CONSULTANCY FIRM WITH SAUDI
NATIONAL. KANAFANI'S MASTERS THESIS TITLE WAS "PLANNING
AND IMPLEMENTATION OF DATA PROCESSING INSTALLATION IN
JIDDA, SAUDI ARABIA." HE HAS NO PROBLEM WITH TECHNICAL
LANGUAGE. MR. KANAFANI HAS ALREADY BEGUN THE BLUE CHIP

TARGET LIST, WITHOUT COMMITMENT, WHICH WILL INCLUDE PRIVATE, GOVERNMENT AND PROJECT AGENCY ENTITIES CONSIDERED PRIME EDP PROSPECTS. HE IS PREPARED TO DEVOTE FULL TIME FROM NOW TILL END OF TSS FOR FEE OF \$2,000. CONSIDERING THAT WE WILL GET USE OF AUDITORIUM AT KING ABDUL AZIZ UNIVERSITY WITHOUT COST, WE URGE HIRE OF KANAFANI.

3. COST ESTIMATE FOR TSS BROKEN DOWN AS FOLLOWS:

A. HOTEL

3 DOUBLES AT SR 310 PER DAY

1 SINGLE AT SR 258 PER DAY

DIRECTOR'S SUITE AT SR 575 PER DAY OR SR2775

TOTAL AGAINST COMMERCE BUDGET

(\$1.00 EQUALS SR3.525) TOTAL SR8710.-

B. PRINTING SPECIAL INVITATIONS (200) \$120.-

C. PRESS ADVERTISING - \$110 PER INSERTION

1 ARAB NEWSPAPER FOR 2 INSERTIONS \$220.-

1 ENGLISH " " 2 " \$220.-

595-) - \$440.-

D. LOCAL TRANSPORTATION

CAR HIRE WITH DRIVER (SR235 P/DAY)

3 CARS - SR705 P/DAY. 4 DAYS TOTAL SR2820.00

E. RECEPTION - 200 PERSONS \$600.-

F. ESTIMATED OVERTIME COSTS DURING

VISIT; OPERATOR FOR AUDIO-VISUAL EQUIPMENT

AND PHOTOGRAPHER \$1000.-

G. TRAVEL OF OFFICER TO KUWAIT TO PICK

UP AND DELIVER BROCHURES. SR471.-

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4. IF TEAM MEMBERS WISH TO GO TO RIYADH FOR ONE DAY TO MEET WITH KEY MINISTRY OFFICIALS AND RETURN SAME EVENING, ROUND TRIP TRAVEL IS ABOUT \$56.- PER PERSON.

5. NEW SUBJECT: ANY SLIP-UP IN RECEIPT OF BROCHURES NECESSITATING COPYING, TRANSLATING AND ASSEMBLING HERE WILL COST OVER \$1,000.- SINCE THE BROCHURES AND LITERATURE FOR LAST THREE MISSIONS WERE LOST ENROUTE, POST INTENDS SEND OFFICER TO KUWAIT FOR PICKUP AND SAME DAY RETURN TO INSURE AGAINST LOSS.

6. KUWAIT. PLEASE ADVISE SOONEST WHEN 300 BROCHURES READY FOR PICKUP.

7. POST WOULD APPRECIATE USDOC REPLY TO REFTEL ASAP. PORTER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977JIDDA00665
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770026-0897
Format: TEL
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770121/aaaaasmr.tel
Line Count: 114
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: 9c779ed1-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Retention: 0
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Review Content Flags:
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3513623
Secure: OPEN
Status: NATIVE
Subject: EDP TECHNICAL SALES SEMINAR - REQUEST TO CONTRACT SPECIAL ASSISTANCE
TAGS: BEXP, SA
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/9c779ed1-c288-dd11-92da-001cc4696bcc
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